

Message Text

LIMITED OFFICIAL USE

PAGE 01 STATE 258989
ORIGIN AF-10

INFO OCT-01 ISO-00 COME-00 EB-08 L-03 TRSE-00 CIAE-00
INR-07 NSAE-00 OMB-01 XMB-02 OPIC-03 AID-05 /040 R

DRAFTED BY AF/W:RJKOTT:HMN
APPROVED BY AF/W:TWMSMITH
EB/IFD/OIA:WBLACK(INFO)
USDOC/BIC/OIM/AF:HZASSENHAUS(INFO)
AF/EPJ:JWHITE (INFO)

-----006046 291928Z /50

R 291024Z OCT 77
FM SECSTATE WASHDC
TO AMEMBASSY LAGOS
INFO AMCONSUL IBADAN
AMCONSUL KADUNA

LIMITED OFFICIAL USE STATE 258989

E.O. 11652:N/A

TAGS:EINV, BGEN, NI

SUBJECT:INDIGENIZATION DECREE: JOHNSON & JOHNSON AND PFIZER

1. DONALD O'CONNELL OF JOHNSON & JOHNSON (J&J) TELEPHONED
AF/W THIS MORNING TO INFORM THAT FIRM HAS JUST BEEN NOTIFIED
IT HAS BEEN PLACED ON SCHEDULE II OF NATIONAL ENTERPRISE
PROMOTION DECREE OF 1977 VICE SCHEDULE III. J&J MOST CON-
CERNED OVER THIS DEVELOPMENT AS IT HAS MADE COMMITMENT-TO
INVEST APPROXIMATELY DOLS 5 MILLION IN MANUFACTURING
FACILITY IN OGUN STATE TO SUPPORT ITS FIVE EXISTING BUSINESSES
IN NIGERIA, I.E. PHARMACEUTICALS, DIAGNOSTICS, WHOLESALE,
CONSUMER, AND PERSONAL PRODUCTS, ALL UNDER NAME OF DELFALA.

2. O'CONNELL PLANS VISIT TO LAGOS MID-NOVEMBER FOR DIS-
LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 STATE 258989

CUSSIONS WITH NEPB WHICH HE HOPES WILL LEAD TO REVERSAL
OF RECENT DECISION TO CLASSIFY COMPANY'S INVESTMENT IN
SCHEDULE II. HE WILL CALL UPON AMBASSADOR AND ECON
COUNS UPON ARRIVAL FOR BRIEFING AND ADVICE ON WHO TO APPROACH
IN NEPB AND ADVICE ON HOW BEST TO PROCEED.

3. PFIZER VICE PRESIDENT TREHARNE CALLED ON AF/W THIS

MORNING. PFIZER HAS ALSO RECEIVED NOTICE THAT ITS PHARMA-
CEUTICAL MANUFACTURING OPERATION HAS BEEN PLACED ON SCHEDULE
II. FIRM SERIOUSLY CONCERNED OVER POSSIBLE LOSS OF MAJORITY
CONTROL.

4. PFIZER ATTORNEY CURRENTLY IN LAGOS WILL BE IN TOUCH
WITH ECON COUNSELLOR TO DISCUSS APPROACH TO NEPB.

5. COMMENT: THIS APPEARS TO BE YET ANOTHER EXAMPLE OF
THE DISINCENTIVES TO FURTHER AMERICAN PRIVATE INVESTMENT
IN NIGERIA AND MAY PROVE TO BE A USEFUL EXAMPLE FOR USE
IN DISCUSSIONS WITH FMG. SUGGEST EMBASSY CONTACT LOCAL
J&J AND PFIZER REPRESENTATIVES FOR ADDITIONAL DETAILS
OF COMPANIES' POSITIONS. VANCE

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INVESTMENT LAW, TRADE COMPLAINTS, ECONOMIC PROGRAMS
Control Number: n/a
Copy: SINGLE
Sent Date: 29-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE258989
Document Source: CORE
Document Unique ID: 00
Drafter: RJKOTT:HMN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770399-0154
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977107/aaaaafga.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 152c8c31-c288-dd11-92da-001cc4696bcc
Office: ORIGIN AF
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 08-Feb-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 949916
Secure: OPEN
Status: NATIVE
Subject: INDIGENIZATION DECREE: JOHNSON & JOHNSON AND PFIZER
TAGS: EINV, BGEN, NI, JOHNSON & JOHNSON, PFIZER
To: LAGOS
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/152c8c31-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009